



Burton Saltzman is the owner and chief executive of Dave's Supermarkets. Dave's operates 7 stores in the city of Cleveland, 1 in Euclid, and 1 in the city of Akron. Since 1993, Dave's Supermarkets has invested over \$30 million in building first class supermarkets in Cleveland's neighborhoods, spurring further investment both in housing and other retail business. In business for more than 75 years, Dave's Markets caters to the unique needs of the urban neighborhoods it serves. Treating all customers with respect and dignity, whether rich or poor, has been fundamental to Dave's success. Ethnic and community diversity is embraced in both product selection and staffing. Being "Cleveland's Supermarket" has been the company's mission for now four generations of Saltzmans.

Dave's Supermarkets believes quality neighborhood food shopping is an essential ingredient in the ability of Cleveland's neighborhoods to retain and attract residents. Recognizing this need, the city of Cleveland itself has invested in several of Dave's initiatives. Walmart's entrance into Cleveland's urban market promises to cause consolidation among current operators, while deterring future investment in an already challenging environment. City residents will have Walmart Superstore shopping, but this will come at the price of many neighborhood food retailers.

In addition to the quality services Dave's Markets has brought to Cleveland's neighborhoods, it's 9 stores employ nearly 1000 people. Currently, Dave's Markets will pay it's employees over \$14,000,000 in wages in 2005. Contributes \$1,986,000.00 annually to their employee health and welfare funds and \$451,300.00 to pension funds. As a union employer Dave's workers are provided both a fair wage and benefits. Dave's Market's carries the ever increasing financial burden of health insurance for its workforce. The cost of this is not passed its way back down to the taxpayer in Medicare costs, as frequently Walmart accused. Bringing Walmart to our already impoverished city will result in the eminent loss of union jobs and does nothing to raise the standard of living among Cleveland's residents.

Dave's Markets believes in the healthy competition a capitalistic society promotes; however Walmart's predatory practices are designed to eliminate and obliterate competition. Short term consumer benefits would be lost in the absence of future competition. Cities and Municipalities across the country have enacted legislation designed to promote responsible economic development. Without such steps, the fabric of our communities may be negatively impacted forever.